

FDSS II Question #88

The Government response to Draft RFP Question #85 indicates that Cost Exhibit 4 should be completed using the Offerors proposed labor categories to meet the requirements of the SOW and RTOs. Although not specifically stated in the Draft Section L, it would appear that the Government's intent is for Cost Exhibit 4 to relate to Cost Exhibit 1A. A relationship between 1A and 4 becomes problematic for non-incumbent offerors in proposing a realistic phase-in approach, phase-in pricing, and incumbent capture approach – non-incumbent offerors will be forced to assume an incumbent staffing profile aligned with the GPM FTEs that may be unrealistic and lead to cost realism concerns during the Government's evaluation. For example, the Government specified approximately 47,000 hours for off-site Subject Matter Experts. A non-incumbent Offeror has to determine how many incumbent Subject Matter Experts are available to provide those 47,000 hours to develop their price (i.e., incumbent provided hours are priced at the Government provided rates and non-incumbent hours are priced using survey data). Knowledge of the composition of the incumbent workforce becomes a differentiating element among Offerors. Therefore we recommend the Solicitation include language that provides offerors a realistic "Day 1" staffing model for purposes of populating Ex 4, proposing a realistic phase-in approach, phase-in pricing, and incumbent capture approach. This recommendations will reduce the disadvantage to the non-incumbent offerors with regard to phase-in staffing/costs and increase competition.

Answer: The FDSS II RFP Library has been populated with the current tasks orders that the Government anticipates will transition upon contract award. Offerors should anticipate that the document entitled "FDSS-II Phase-In Activities" contains the tasks that are expected to transition upon award of the FDSS II contract. Offerors phase-in plan approach shall be as required in the FDSS II RFP Section L.